

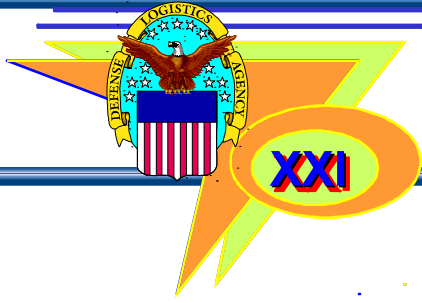
## Defense Contract Management Command

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# DCMC in Transition Meeting the Challenge

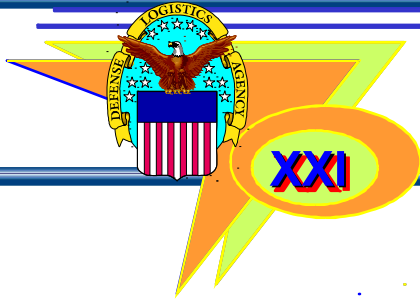
**Jill E. Pettibone**  
**Executive Director**  
**Contract Management Operations**  
**Defense Contract Management Command**



# Identifying Challenges

- **External Environment** **Respond To It**
- **Customer Expectations** **Shape It**
- **Performance Feedback** **Fix It**

**The best way to predict the future is to**  
**-Peter Drucker-**



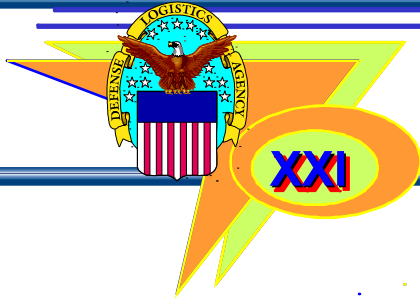
# Challenges Made Easy

**Less Money**

**Less Oversight**

**Less**

**Paper**



# Meeting the Challenges

**Manage/Improve/Reengineer Processes**

**Use Risk Based Approaches**

**Push Contractor Ownership/Responsibility**

**Use Commercial Practices**



# Partnering with Stakeholders

## ➤ Customers

### ➤ Management Councils

### ➤ Liaisons

### ➤ Common Metrics

### ➤ Early CAS

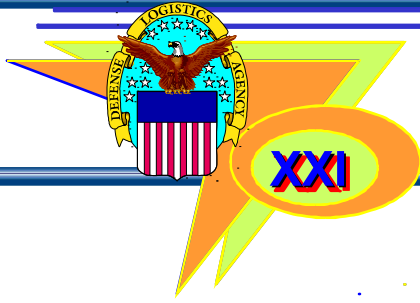
Increasingly, value lies in information and relationships  
Davis/Meyer, BLU

## ➤ Contractors

### ➤ PROCAS

### ➤ Management Councils

### ➤ Strategic Alliances



# Partnering with Stakeholders

## ➤ DoD

- Single Process Initiative
- Earned Value Management System
- Acquisition Pollution Prevention

## ➤ Workforce

- Union Partnership
- Web Based Communications
- Integrated Policy & Process Deploy

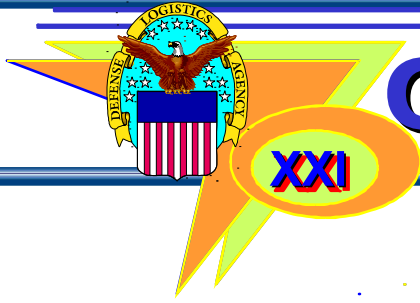


# Oversight to Insight

**Focus on What      Focus on Why  
                                 ...Analysis**

**Compliance                  Improvement  
   ...Interpretation**

**Reports on                  Reports on Future Impacts  
Past Events                  ...Prediction**



# Closing the Circle

➤ Turn What You Know into Insight

Insight  
=  
Lesson Learned

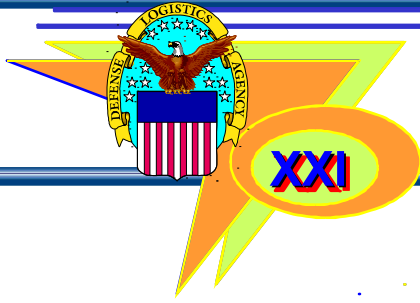
□ Turn Insights Into Action

□ Action to Change What You Can

□ Action to Influence All Else

Make the  
Acquisition  
Process  
Better





# Embedding it in What We Do

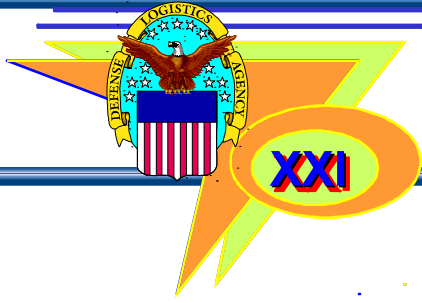
➤ **Metrics**

➤ **Tools & Training**

➤ **Maturity Model Approach**

➤ **One Book**

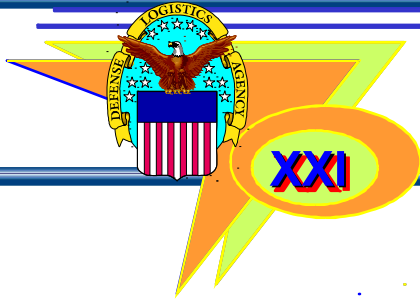
➤ **IOAs**



# Less Paper

## Workshops 1, 2, 3

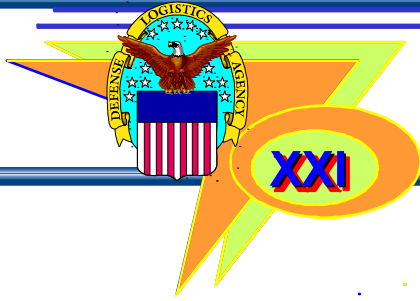
- **Standard Procurement System (SPS)**
- **Electronic Document Workflow (EDW)**
- **Other Paperless Initiatives**



# Managing the Business

## Workshops 4, 12, 13

- **Workforce Development**
- **Metrics and You**
- **Unit Cost**

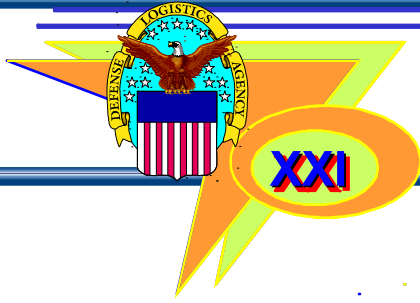


# Managing the Mission

## Workshops 5,6,7 & 8,9,10

- **First Group**
  - **Identify Challenges**
  
- **Second Group**
  - **Meeting Challenges**

**Right Item**  
**Right Time**  
**Right Price**  
**Right Advice**



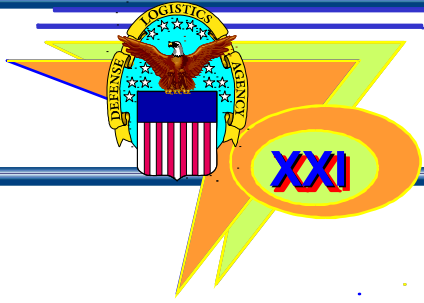
# **Applies to Everything**

## **Workshop 11**

### **Alternate Disputes Resolution (ADR)**

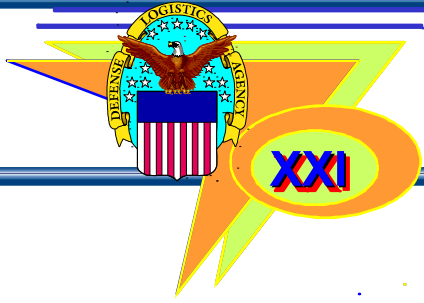
➤ **For Both Contract & Personnel Issues**

**(Relationship Issue)**



# Apres Workshop

- **Understand the What's and Why's**
- **Explain to Your Folks**
- **Apply to Your Environment**
- **Design Your Performance Plan**

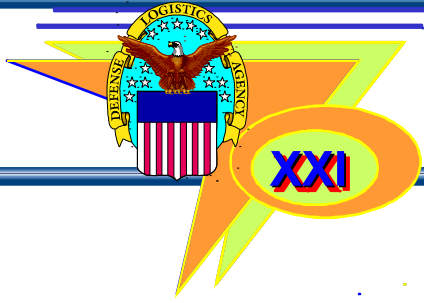


# The System is Us

## Messengers

## Missionaries

## Martyrs



# The Real Reason

Remember What It's

Really All About